



COMMONWEALTH of VIRGINIA

Department of Alcoholic Beverage Control

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July 14, 2009

ADDENDUM NO. 2 TO ALL OFFERORS:

Reference:	RFP No.:	S-017-09
	Dated:	June 23, 2009
	Commodity:	ABC Digital Advertising for Stores
	For Delivery To:	Department of Alcoholic Beverage Control
	Pre-Proposal Conference/Site Visit:	June 30, 2009 @ 10:00 AM
	REVISED PROPOSAL DUE DATE:	July 28, 2009 @ 11:00 AM

The above is hereby changed to read as stated below.

1. Please be advised that the due date is being extended. **The new due date is July 28, 2009 @ 11:00 AM.**

For Informational Purposes Only:

1. **Please be reminded proposals must be received by this office (Second Floor, Room 2059) by the due date and hour (July 28, 2009, 11:00 AM EDT) to be considered.**
2. The attached questions and answers from the pre-proposal conference, site visit and additional questions are provided for clarification/information.
3. Attached is the ABC Stores square footage, Attachment F.
4. Attached are the store hours, Attachment G.
5. Attached are the ABC current suppliers, Attachment H.

NOTE: A signed acknowledgment of this addendum must be received by this office either prior to the proposal due date and hour or attached to your proposal. Signature on this addendum does not constitute your signature on the original proposal. The original proposal document must be signed also.

Sincerely,

LaTiscia Fowlkes, VCO
Procurement & Diversity Program Coordinator
Phone: 804.213.4754
Email: LaTiscia.Fowlkes@abc.virginia.gov

Print Name

Signature

Name of Firm

Title

Date

QUESTIONS AND ANSWERS FOR DIGITAL ADVERTISING RFP #S-017-09

1. Page 3. Section A. 1. Paragraph 2. re: "making a wireless broadband connection via a cellular or satellite device that is maintained by the Contractor."

Wireless defined as no wires running in the store for broadband service?
Can be wireless and cannot interfere with your (ABC) network?

The solution and system must be self-sufficient. We are looking for a complete system capable of running through a wireless, cellular or satellite solution. Additionally, there cannot be any devices attached to the exterior of the building.

2. Page 3. Section A. 1. Paragraph 4. re: "ABC will be installing WIPS." The wireless devices used in the solution cannot interfere with the WIPS.

Can we get the specs on the WIPS being installed?

Motorola AirDefense 7.3 Wireless Intrusion Prevention System smart sensors observing wireless LAN traffic within 40,000 to 60,000 square feet of office space. The AirDefense WIPS will be supported by Symbol AP300 Access Points that will be converted to Sensors (802.11b/g version WSAP-5100-050-WWR) comprising one 802.11b/g radio operating in the 2.4 to 2.5Ghz band. The converted AP will operate as a dedicated sensor, continuously monitoring all 802.11a, 802.11b and 802.11g traffic, as well as 802.11n communications, devices and connections. Additional alarms that can be monitored in a configuration policy (to be determined at a later date) may include 802.1x EAP-GTC, 802.1x RSA/SID, 802.1x EAP-TTLS & 802.1x RSA/PKA.

3. Page 3. Section A. 2. re: "ABC authorized users."

Going forward who would be the contact for this management?

The contractor will work with assigned ABC personnel to publish the approved campaigns and market it accordingly. ABC contact information will be included in the final contract award.

4. Page 4. Section A. 4. re: "Architecture and Installation."

- a. If a power source is near to the placement of the unit, will we be able to use it? According to specs from the new electrical standards, electrical signage should have a dedicated outlet. Is a dedicated outlet needed or a dedicated circuit? Why must permits be obtained if hardware can be supported?

Contractor must obtain all permits for implementing the solution in the stores according to the localities of the stores. Available power must be checked for each available circuit, and if power is available and is not currently being used or planned for future use, the circuit will be

made available for the proposed solution. Electrical wiring in the stores varies among each site; therefore, site surveys may be required on a store-by-store basis.

Additional circuit and power requirements may be required which will be the responsibility of the Contractor, in accordance with approved electrical standards and specifications.

- b. Will there be a problem posting the solution in front?

As long as it is not in the window, there will be no problems with posting the solution in front.

- c. If we put in a unit that has multiple outputs but in one location, would you consider that as one unit or a multiple unit?

One unit consists of one display/advertisement solution.

- d. Is there electrical in the ceiling?

Electrical wiring in the stores varies among each site and site surveys will provide the available location of electrical outlets in each store.

- e. Is it possible to move the security cameras a few inches up or down?
A screen between 42"-46" could fit in that space.

No, it is not possible to move or relocate existing cameras, hardware or electrical wiring already installed and in place in each store.

- f. Where are the wireless access points in this store located and in the other stores?

Most Wireless Access Points are located in the back store room; however, some of them are located just outside of the back storage area door. The proposed digital advertising solution devices cannot interfere with the frequency of these access point devices.

- g. Will there be a designated representative at the stores for design and installation?

The ABC will assign a dedicated Point of Contact for installation of the proposed solution, in conjunction with store management staff who will be on-site and provide additional consultation as required.

5. Page 4. Section A. 5. Paragraph 2, Line 12. re: "Content, Content Distribution and Scheduling" referring to "must" in that line and throughout the paragraph.

- a. Is this a "must" requirement since the vendor is responsible for the application, the scheduling and the bandwidth built-in for the system?

The Offeror should propose a recommended solution based on available bandwidth that will provide the required and desired features regarding content, distribution and scheduling as outlined. Downloads of larger media files must have the capability of being restricted to an off-hours window; however, downloads are not restricted to off-hours as long as the solution has the ability to manage bandwidth and provide application control as referenced on Page 5, Section A. 8.

- b. Do you need a network in case player goes down?

As outlined on Page 4, Section 5, "Content shall be stored locally on the targeted local player in the event of a network failure to ensure continuous play."

- c. If we control the play out and downloads, why does it matter the control?

Continuous (non-stop) play is required in the solution.

6. Page 4-5. Section A. 6. re: of "Role Based Control and Monitoring."

Isn't there redundancy in this area? Are you suggesting the use of two networks?

The ABC is looking for a "log-on" ID to access the system where this information is maintained. Additionally, we are asking for downloading of the content on your local network as outlined on Page 4, Section 5.

7. Page 5. Section A. 7. re: "Security Requirements."

- a. Are you suggesting that we need to have a back-up server for the system as well as back-up on the machine? Is this all necessary to be secure to this magnitude listed?

As specified in the RFP, if the web based management tool resides on a hosted application server, it shall be housed in a secured state-of-the-art facility with all the necessary physical and digital security features; however, the local content download as referenced on Page 4, Section 5 will suffice as the "backup" solution. The web based management system must employ a login for security authentication, authorization, and/or to restrict access.

- b. Are there any "on demand features," "inactive features" or "trainings" that you may be able to use over this network?

Yes, there may be an opportunity to use this solution to help in conveying "on demand features," "inactive features" or "training" offerings to ABC store employees.

8. Page 5. Section A. 9. re: "Advertisements and Financial Responsibilities."

- a. States "the Contractor shall sell advertisement space in the following order: 1) To Vendors of ABC." Is there a list that will be shared with us of your current suppliers?

Yes, a Vendor List is attached (see Attachment H).

- b. Will ABC be restricting what is displayed in the stores so there is more advertising on the network?

No. This should be done in addition to the advertising they have in the stores. The goal is to have the advertisement to direct to the floor and shelf displays and not compete with the effectiveness of each by itself.

- c. Is it possible to get the foot traffic of each location and other demographic information, i.e. sales, volume and brands by store, and sales floor square footage? Is it possible to get a breakdown of sales by stores, down to the product line or to the lowest level you can get it, i.e. sells per bottle size?

Yes, the Store Square Footage is attached (see Attachment F). Approximately 60% of the total square footage for each store is dedicated to sales. Additional information on ABC Sales Volume is located in the Annual Report, located at <http://www.abc.virginia.gov/admin/annual/annual.htm>. Also, information pertaining to brands, collections, special orders, etc. is available on the ABC website, located at <http://www.abc.virginia.gov/wholereal.html>. Suppliers will be a viable source of information to Offerors for providing sales data for each store. The average customer per store, per labor hour and per fiscal year is attached (see Attachment I).

- d. Can we get a list of store hours or maybe a list of sales during peak hours?

Yes, this information is available, and a List of Store Hours is attached (see Attachment G). Additional information is also available on the ABC website, located at <http://www.abc.virginia.gov/storelocatorweb/StoreLocator.do>. Peak hours are approximately between 4:00PM-7:00PM, Monday through Friday, and approximately 48% of business is conducted Friday and Saturday.

- e. In reference to the disclaimer posting for public view, must this be a on every ad? Can the message be placed on the display?

The disclaimer actually states "The Contractor shall publish a disclaimer that the funds for advertisements were obtained by the Contractor in support of the advertisements being viewed." Please

provide your recommended method for implementing this requirement in your proposed solution.

- f. In reference to "the Contractor shall develop digital content" shall the Contractor be responsible for this or ABC? Does this include print type advertisements, video/commercial ads and who will manage the creation of the content?

All content that is available and advertised on the proposed solution is the responsibility of the Contractor. We ask that you include public service advertisements and that you set a minimum amount to show per hour. If the Contractor has the capability to develop advertisements, you may do this, but all advertisements must be approved by ABC.

- g. Are there any limits set on what is shown? Are there restrictions that will apply to who we can sell advertisements to, i.e. tobacco companies and drug companies? We have not been successful with tobacco advertisements as it has been viewed as broadcasting and most companies are staying away from this type of advertising even with prevention messages.

Yes there are limitations, and products that would be targeted to under-age teens are not allowed. **ABC policy is to restrict advertising for tobacco and drug companies. ABC policies are in development regarding authorized advertising, as well as advertising limitations and restrictions. All advertisements must be approved by ABC.**

- h. Digital content must be in multiple formats?

Yes, as outlined on Page 4, Section 5, the solution shall support multiple encoding formats to include, but not be limited to, MPEG2, MPEG4 and JPEG.

- h. Can we advertise other products in addition to what ABC stores have in stock i.e. Coke, Pepsi, etc.?

Yes, but a larger percentage (approximately 75 to 80%) should be ABC carried products (including mixers, Virginia Wines, & Lottery).

- i. Is selling to the Virginia Lottery a problem?

Selling to the Virginia Lottery is a possibility as we sell their merchandise in some of our stores.

- j. Would suppliers of the non-alcoholic products see this as an opportunity?

Mixers and specialty items in our stores may be a very effective avenue to search for advertising, as many of them are not sold by the same companies as the liquor that is sold.

- k. Would you consider possible messaging from prevention groups such as MADD?

Yes, we could see MADD and other groups being interested in advertising.

- l. Do stores have drawings and other promotions that the companies may consider advertising? (This question comes as a promotional sales item is present at the front of the store.)

Yes. These are very likely in the high volume stores that would have digital advertising solutions, especially around the holidays.

- m. Are there going to be multiple log-ins and requirements for what is on the screen?

Log-In access, requirements, and ticker control will be handled at the corporate level only. Store personnel will not have access to this information.

- n. Will the ticker interfere with any advertisement? Will the Ticker be advertising to different brands of alcohol at same time? ABC has stated they want ticker control to add what you all want. Can the disclaimer run on the ticker? Do you envision a scrolling or flipping type ticker?

The ticker information should not interfere with advertising, and should run at the bottom of the screen. The ABC would like to post a host of different items on the ticker, i.e. system problems or notices in certain areas that they need to be aware of. The ticker recommendation should be included in your proposed solution.

- 9. Page 6. Section A. 10. re: "Pilot Test & Full Implementation ... minimum number of stores."

- a. Can we get a list of possible locations determined for the pilot?

The pilot stores will be a mix of large and medium (square footage) stores as well as high and medium volume stores in the pilot. At least three (3) of the four (4) stores visited in the pre-proposal would be included. The final list will be developed within days after contract award as referenced in the RFP.

- b. After the pilot phase, you're requesting the remainder be completed in 60 days. Will all 300+ stores get a solution? This is a significant investment for a pilot. Would you consider something smaller? Can we do a pilot program with less than 30 stores?

No, not all ABC stores will get the digital advertising solution; however, most stores are capable of having the solution implemented effectively. The Offeror is responsible for providing a draft schedule and implementation plan within their proposed solution for full implementation. As outlined in the RFP, Section III.A.10., the Contractor shall install a minimum of thirty (30) turn-key solutions (Pilot Stores), which represents slightly less than 10% of our total number of stores in operation.

10. Page 6. Section A. 11. re: "Payment" referring to "minimum number of solutions per store and payment during pilot."

- a. Is there a limit to the number of solutions per store? Are you open to more than one?

The Offeror is free to determine the number of digital displays required in each store solution. You should consider the size of each area of each store.

- b. Does ABC expect payment during the pilot? Can the payment be made other than monthly?

A payment during the pilot period will provide a firm indication of a successful pilot implementation and will establish the baseline to move forward with full implementation. ABC will consider payments made other than monthly, and Offeror should include recommendation in proposed solution.

- c. Do you want the solutions to have audio capabilities? Would stores with multiple solutions have different content on each?

We would like the Offeror to propose solutions which would be best for each store based on size, location and sales volume. Audio is not a requirement in the proposed solution; however, recommendations on the use of directional audio should be included in the proposed solution. If directional audio is recommended, it must speak the same language. Play of multiple advertisements can be solutioned in each store.

**ATTACHMENT F
ABC STORES SQUARE FOOTAGE**

Virginia Department of Alcoholic Beverage Control
Lease Details for Month: July /2009

Store #	Location		Sq.Ft.
32 DELTAVILLE	Middlesex County	Riverside Mall North, 16273 GENERAL PULLER HIGHWAY	1,320
33 WOODBRIDGE	Prince William County	Shops at County Center, 12631 Galveston Court	2,800
35 AQUIA	Stafford County	Aquia Park, 2757 Jefferson Davis Highway	2,400
36 GAINESVILLE		The Marketplace at Madison Crescent, The Marketplace at Madison Crescent	3,000
37 CULPEPER	Culpeper County	Centre at Culpeper, Centre at Culpeper	2,705
38 NEW KENT	New Kent County	New Kent Crossing Shopping Center, New Kent Crossing Shopping Center	2,450
39 BRISTOW	Prince William County	Bristow Shopping Center, 10410 BRISTOW CENTER DRIVE	3,070
40 DULLES	Loudoun County	Dulles 28 Centre Shopping Center, Dulles 28 Centre Shopping Center	3,158
41 HERNDON	Fairfax County	Woodland Park Crossing, 12950 Highland Crossing Drive	3,230
42 MOUNT VERNON	Alexandria City	MOUNT VERNON PLAZA S C, 7702B-D RICHMOND HIGHWAY	3,362
43 CHESAPEAKE	Chesapeake City	Edinburgh Commons, 236 CARMICHAEL WAY	2,900
44 CAROLINE	Hanover County	The Shops at Ladysmith, 18035 JEFFERSON DAVIS HWY	2,000
45 SPRINGFIELD	Fairfax County	OLD KEENE MILL S.C., 8428 OLD KEENE MILL ROAD	2,734
46 CHARLOTTESVILLE	Charlottesville City	Hollymead Town Center, 183 COMMUNITY STREET	2,942
47 WINCHESTER	Winchester City	Winchester Gateway, 380 GATEWAY DRIVE	2,800
48 LIGHTFOOT	Williamsburg City	WILLIAMSBURG MARKETCENTER, 6610-1 MOORETOWN ROAD	2,400
49 BALLSTON	Arlington County	THE BALLSTON 880 CONDOMINIUM, 881 N. QUINCY STREET	4,487
51 LAKE MONTICELLO	Fluvanna County	Jefferson Centre Shopping Center, 265 TURKEY SAG TRAIL, SPC 105	1,640
52 STRASBURG	Shenandoah County	Strasburg Shopping Center, 786 SHOPING CENTER ROAD	2,200
53 WINDSOR	Isle of Wight County	Windsor Commons, 11409 WINDSOR BLVD, UNIT B	1,500
54 STONE RIDGE	Loudoun County	STONE RIDGE VILLAGE CENTER, 42015 VILLAGE CENTER PLAZA	3,207
55 MANASSAS	Manassas City	Signal Hill Shopping Center, 9528 LIBERIA AVENUE	2,400
56 WINCHESTER	Frederick County	Delco Plaza, 182 DELCO PLAZA	2,900
57 STAUNTON	Staunton City	Harner Center Shopping Center, 1028 RICHMOND AVENUE	3,313
58 BRISTOL	Bristol City	The Shops at Beaver Creek, 3002 LEE HIGHWAY	2,475
59 SOUTH BOSTON	South Boston	Halifax Square Shopping Center, 3136 HALIFAX ROAD	3,204
60 DINWIDDIE	Dinwiddie County	Westgate, UNIT 4330 WESTGATE DRIVE	2,250
61 STERLING	Loudoun County	Sterling Plaza Shopping Center, 22330 S. STERLING BOULEVARD	2,466
62 FREDERICKSBURG	Fredericksburg City	Central Park Shopping Center, 1416 CARL D. SILVER PARKWAY	3,500
63 LORTON	Fairfax County	The Shoppes of Lorton Valley Shopping Center, 8951 OX ROAD	2,800
64 STAFFORD	Stafford County	Town & Country Marketplace, 43 TOWN AND COUNTRY DRIVE, SUITE 125	2,666
66 BEALETON	Fauquier County	Liberty Station, 11083-E MARSH ROAD	2,833
67 CHRISTIANSBURG	Montgomery County	Peppers Ferry Shopping Center, 290 PEPPERS FERRY ROAD, SUITE 102	3,116
68 HARRISONBURG	Harrisonburg City	Rockingham Square Shopping Center, 1739 S. HIGH STREET (Temporary Closed)	1,950
69 CHESAPEAKE	Chesapeake City	Dominion Plaza Shopping Center, 1620 CEDAR ROAD	2,400
70 RUCKERSVILLE	Greene County	Countryside Square North Shopping Center, 8875 SEMINOLE TRAIL	1,400
71 VIRGINIA BEACH	Virginia Beach City	Ocean Cove Shops, 213 VIRGINIA BEACH BOULEVARD	1,164
72 LOCUST GROVE	Orange County	Wilderness Corner Shopping Center, 5390-A LYNDON DRIVE	1,600
73 ASHBURN	Loudoun County	Broadlands Village Center, 43150 BROADLANDS CENTER PLAZA	2,400
74 FREDERICKSBURG	Fredericksburg City	The Shops at River Club, 10857 & 10859 TIDEWATER TRL	2,400
75 STEPHENS CITY	Stephens City	Fredricktowne Crossing Shopping Center, 226 ELIZABETH DRIVE	1,500
76 FALLS CHURCH	Falls Church City	Falls Plaza, 1212 WEST BROAD STREET	3,124
77 POWHATAN	Powhatan County	South Creek Plaza Shopping Ctr, 1800 SOUTH CREEK ONE, SPC H	1,400
78 HAYMARKET	Prince William County	Dominion Valley Market Square SC, 5331 MERCHANTS VIEW SQUARE	2,555
79 CHESAPEAKE	Chesapeake City	Walmart Way Crossing Shopping Center, 1437 SAMS DRIVE, UNITS 119-120	2,600
80 ALEXANDRIA	Alexandria City	Plaza At Landmark Shopping Center, 6206 LITTLE RIVER TURNPIKE	3,000
81 FAIRFAX	Alexandria City	Shoppers Penn Daw Plaza Shopping Center, 6230-J NORTH KINGS HIGHWAY	2,503
82 STERLING	Fairfax County	The Shops At Cedar Lakes, 46930 CEDAR LAKES PLAZA, UNIT 100-130	5,525
83 FAIRFAX	Fairfax County	Loehmanns Plaza Shopping Center, 7263-B ARLINGTON BOULEVARD	2,500
84 GREENBRIAR	Fairfax County	Greenbriar Town Center, 13053-E LEE JACKSON HWY	2,309
85 OAKTON	Fairfax County	Oakton Shopping Center, 2930 CHAIN BRIDGE ROAD, UNIT 109	3,200
86 BON AIR	Richmond City	Bon Air Shopping Center, 2610 BUFORD ROAD	3,253
87 BLUEFIELD	Tazewell County	Ridgeview Plaza Shopping Center, 4027 COLLEGE AVENUE	3,000
88 MARSHALL	Fauquier County	Marshall Shopping Ctr., 4199-B WINCHESTER ROAD	1,500
89 MANAKIN-SABOT	Goochland County	Broadview Shopping Center, 34-A BROAD STREET ROAD	2,000
90 FAIR LAKES	Fairfax County	Fair Lakes Shopping Ctr., 12965 FAIR LAKES SHOPPING CENTER	2,812
92 HAMPTON	Hampton City	Willow Oaks Village Square, 227 FOX HILL ROAD, SUITE C-7	3,300
93 ALEXANDRIA	Fairfax County	Rose Hill S.C., 6124 ROSE HILL DRIVE	2,000
95 MASSAPONAX	Fredericksburg City	Cosners Corner Shopping Center, Cosners Corner Shopping Center	2,800
96 GALAX	Galax City	Willow Place Shopping Center, 974 EAST STUART DRIVE	2,400
97 RICHMOND	Richmond City	Haynes Plaza Shopping Ctr., 6504 HULL STREET	4,832
98 VIRGINIA BEACH	Virginia Beach City	Courthouse Marketplace S.C., 2476 NIMMO PARKWAY	2,500
99 HERNDON	Herndon City	Herndon Marketplace, 601 POST DRIVE	3,024
101 RICHMOND	Richmond City	3100-A WEST BROAD STREET	4,400
102 RICHMOND	Richmond City	1901 WEST MAIN STREET	2,268
103 THORNBURG	Spotsylvania County	Travelers Row Shopping Center, 6348 JEFFERSON DAVIS HIGHWAY	2,400
104 MIDLOTHIAN	Chesterfield County	WOODLAKE COMMONS, 7028-7032 WOODLAKE COMMONS LOOP	3,000
105 VIRGINIA BEACH	Virginia Beach City	Parkway Plaza S.C., 869 LYNNHAVEN PARKWAY	2,569
106 VIRGINIA BEACH	Virginia Beach City	2973 SHORE DR., SUITE 101	2,800
107 NORFOLK	Norfolk City	141 W. Virginia Beach Boulevard, 141 W. Virginia Beach Boulevard	8,962
108 RICHMOND	Henrico County	The Village Shoppes Crossridge, 10242 STAPLES MILLS ROAD	2,500
109 ROSSLYN	Arlington County	Colonial Village Shopping Center, 1731 WILSON BOULEVARD	2,350
110 PORTSMOUTH	Portsmouth City	London Plaza, 1136 LONDON BLVD.	2,485
111 UNION MILL	Fairfax County	Colonnade at Union Mill, 5722 UNION MILL ROAD	3,118
112 HAMPTON	Hampton City	199 WEST QUEENS WAY	3,750

ATTACHMENT F
ABC STORES SQUARE FOOTAGE

113 HOT SPRINGS	Bath County	39 1/2 EAST MAIN ST.	2,178
114 COLONIAL HEIGHTS	Prince George	WHITEHILL CENTER, WHITEHILL CENTER	3,900
115 ROANOKE	Roanoke City	1423 WILLIAMSON RD, N.E.	6,300
116 CHESTER	Chesterfield County	Bermuda Square Shopping Center, 12635 JEFFERSON DAVIS HWY.	3,000
117 LYNCHBURG	Lynchburg City		4,520
118 PETERSBURG	Petersburg City	18 WASHINGTON ST. WEST	5,775
119 ALEXANDRIA	Alexandria City	901 N. ST. ASAPH STREET	5,600
120 KINGSTOWNE	Fairfax County	Kingstowne Shopping Center, 5926 KINGSTOWNE CENTER, SUITE 140	2,500
121 FREDERICKSBURG	Fredericksburg City		4,341
122 STAUNTON	Staunton City		3,750
123 CLIFTON FORGE	Clifton Forge City	531 MAIN STREET	2,456
124 COVINGTON	Covington City	123 WEST MAIN STREET	3,375
125 CHARLOTTESVILLE	Albemarle County	Pantops Shopping Center, 304 PANTOPS CENTER	2,800
126 NELLYSFORD	Nelson County	Valley Shopping Center, 2819 Rockfish Valley Highway	2,112
127 HERNDON	Fairfax County	Franklin Farm Village Center, 13300-C FRANKLIN FARM ROAD	2,000
128 NORFOLK	Norfolk City	Ocean View Shopping Center, 159 WEST OCEAN VIEW AVE	3,500
129 VIRGINIA BEACH	Virginia Beach City	Farm Fresh Shopping Center, 1615 GENERAL BOOTH BLVD.	2,400
130 COLONIAL BEACH	Westmoreland County	Beachgate Shopping Center, ROUTE 205, SUITE 5	900
131 FAIRFAX CO.	Fairfax County	Bradlick Shopping Center, BRADLICK SHOPPING CENTER	3,000
132 MARTINSVILLE	Henry County	4960 GREENSBORO ROAD	2,500
133 MANASSAS	Manassas City	Manassas Shopping Center, 9130 MATHIS AVENUE	3,240
134 NORFOLK	Norfolk City	Colley Village Shopping Center, 2301 #M COLLEY AVENUE	5,016
135 MARION	Smyth County	Smyth Valley Crossing CenterCtr., 1173-1177 NORTH MAIN STREET	2,200
136 LEESBURG	Loudoun County	Virginia Village Shopping Center, 18 FAIRFAX STREET, S.E.	3,375
137 NORTON	Norton City	VA-KY Regional Shopping Center, 674 HWY. 58 EAST	2,013
138 LOUISA	Louisa County	Triangle Plaza Shopping Center, RTS. 22 & 33 P.O. BOX 181	3,200
139 WINCHESTER	Frederick County	Sunnyside Plaza, 235 SUNNYSIDE CIRCLE	2,400
140 LEXINGTON	Lexington City	445 EAST NELSON STREET	3,400
141 HILLSVILLE	Carroll County		3,910
142 FRONT ROYAL	Warren County	Royal Plaza Shopping Center, 411-F SOUTH STREET	2,970
143 SOUTH HILL	Mecklenburg County	812 E. ATLANTIC STREET	3,600
144 EMPORIA	Emporia City	Emporia Commons Shopping Center, 301 MARKET DRIVE SUITE H UNIT 8	2,000
145 HARRISONBURG	Harrisonburg City		3,750
146 DANVILLE	Danville City	Ballou Park Shopping Center, 639 W. MAIN STREET	3,630
147 MONTEREY	Highland County	58 WATER STREET	1,440
148 WILLIAMSBURG	James City County	Monticello Market Place, 4640-3 MONTICELLO AVE.	5,000
149 WARSAW	Richmond County	Times Square Shopping Center, EAST RICHMOND RD., P.O. BOX 114	1,820
150 RICHMOND	Henrico County	Brook Run Shopping Center, 5654 BROOK ROAD	2,400
151 HOPEWELL	Hopewell City	210 NORTH MAIN STREET	3,250
152 FARMVILLE	Prince Edward County	Longwood Village Shopping Center, 1506 S. MAIN STREET	4,800
153 WYTHEVILLE	Wythe County	325 WEST MAIN STREET	3,600
154 DANVILLE	Danville City	235 NORTH UNION STREET	3,375
155 HAYES	Gloucester County	2334 YORK CROSSING DRIVE	3,000
156 CAPE CHARLES	Northampton County	Cape Charles Plaza, 22485 LANKFORD HIGHWAY	1,800
157 LAWRENCEVILLE	Brunswick County	302 NEW HICKS STREET	3,375
158 NEWPORT NEWS	Newport News City	3214 JEFFERSON AVE.	4,656
160 BEDFORD	Bedford City	1128 E. LYNCHBURG SALEM TURNPIKE	2,400
161 KENBRIDGE	Lunenburg County	501F MAIN STREET	1,250
162 ACCOMACK	Accomack County	Oak Hall Marketplace, 7017 & 7019 LANKFORD HIGHWAY	2,400
163 ORANGE	Orange County	Orange Village Shopping Center, 583 N. MADISON ROAD	1,800
164 CREWE	Nottoway County	Plaza Shopping Center, 1618 WEST VIRGINIA AVENUE	1,500
165 CHESAPEAKE	Chesapeake City		3,750
166 LEESBURG	Loudoun County	Fort Evan Plaza, 210 FORT EVANS ROAD, NORTHEAST	2,400
167 BERRYVILLE	Clarke County	21 CROW STREET	2,900
168 ARLINGTON	Arlington County	1001 N. FILLMORE STREET	1,800
169 RICHMOND	Richmond City	10 NORTH THOMPSON STREET	4,628
170 HERNDON	Fairfax County	Elden St. Market Place Shopping Center, 1238 ELDEN ST. SPACE A-3	2,850
171 RICHMOND	Henrico County	8700 WEST BROAD STREET	3,550
172 CHASE CITY	Mecklenburg County	112 NORTH MAIN STREET	3,020
173 ELKTON	Page County	Elkton Plaza Shopping Center, 14817 SPOTSWOOD TRAIL	1,225
174 GRUNDY	Buchanan County	GRUNDY PLAZA, ONE PLAZA DRIVE	1,770
175 WEST POINT	King William County	P.O. BOX 174	3,100
176 BROOKNEAL	Campbell County	HIGHWAYS 501 & 40 S.	2,800
177 CHINCOTEAGUE	Accomack County	6371 PENSION STREET	1,446
178 DILLWYN	Buckingham County	MAIN STREET	2,215
179 URBANNA	Middlesex County	P.O. BOX 123	2,256
180 RICHMOND	Henrico County	500 GODDIN STREET	4,991
181 MIDDLEBURG	Loudoun County		2,862
182 RICHMOND	Richmond City	1217-19 WEST BROAD STREET	4,290
183 STAFFORD	Stafford County	Celebrate Virginia North, CELEBRATE VIRGINIA NORTH SHOP CENTER	2,800
184 HARRISONBURG	Rockingham County	Skyline Village Center Ctr., 2035 EAST MARKET STREET UNIT 129	5,040
185 CHARLOTTESVILLE	Charlottesville City	502 WEST MAIN STREET	3,262
186 SALEM	Salem City	Spartan Square Shopping Center, 1483 WEST MAIN STREET	4,074
187 RICHMOND	Richmond City		4,350
188 VIRGINIA BEACH	Virginia Beach City	Holland Plaza, 4334 HOLLAND ROAD, UNIT #4	3,286
189 SCOTTSVILLE	Albemarle County	Scottsville Shopping Center, P.O. BOX 402	3,000
190 CHESTERFIELD	Chesterfield County	The Village at Swift Creek, 13121 RITTENHOUSE DRIVE	2,700
191 ROCKY MOUNT	Franklin County		1,820
192 KILMARNOCK	Lancaster County	101 SOUTH MAIN STREET	3,375

ATTACHMENT F
ABC STORES SQUARE FOOTAGE

193 LURAY	Page County	Jamesway Plaza, 1412 WEST 211 BYPASS	1,800
194 ST. PAUL	Wise County	Riverside Shopping Center, 16427-E WISE ST.	1,200
195 CHRISTIANSBURG	Montgomery County		3,750
196 DRAKES BRANCH	Charlotte County	4875 MAIN STREET	1,941
197 CLAYPOOL HILL	Tazewell County	12686 GOV G. C. PERRY HIGHWAY	2,400
198 TAPPAHANOCK	Essex County	Rappahanock Shopping Center, U.S. RTS. 360 & 17, P.O. BOX 23	3,100
199 PEARISBURG	Giles County	Pearisburg Square, Pearisburg Square Shopping Center	4,000
200 STAFFORD	Stafford County	Doc Stone Commons, 356 GARRISONVILLE ROAD	2,940
201 ABINGDON	Washington County		4,125
202 CHARLOTTESVILLE	Charlottesville City	Kroger Shopping Center, 1902 EMMET STREET	6,000
203 ALEXANDRIA	Alexandria City	Bradlee Shopping Center, 3678 KING STREET	3,042
205 RICHMOND	Henrico County	John Rolfe Commons Shopping Center, 2288 JOHN ROLFE PARKWAY, UNIT 16	2,200
206 BIG STONE GAP	Wise County		2,970
207 GLEN ALLEN	Henrico County	Virginia Center Marketplace, 10106 BROOK ROAD	2,500
208 ASHBURN	Loudoun County	Ashburn Village Shopping Center Unit 154, 44110 ASHBURN VILLAGE BLVD.	2,400
209 FREDERICKSBURG	Spotsylvania County	Four Mile Fork Shopping Center, 5055 JEFFERSON DAVIS HIGHWAY	4,450
210 FAIRFAX	Fairfax County	South Lakes Shopping Center, 11160-A SOUTH LAKES DRIVE	2,997
211 SUFFOLK	Suffolk City	The Marketcenter At Harbourview, 6550 TOWN POINT ROAD	2,800
212 FALLS CHURCH	Falls Church City	Tower Square Shopping Center, 167 HILLWOOD AVENUE	3,750
213 HARDY	Franklin County	12990 BOOKER T. WASHINGTON HIGHWAY	3,390
214 CLARKSVILLE	Mecklenburg County		3,240
215 CRYSTAL CITY	Arlington County	The Buchanan Building, 320 23rd STREET SOUTH	2,830
216 FRANKLIN	Franklin City	Franklin Plaza Shopping Center, 1100-102 ARMORY DRIVE	4,140
217 NEWPORT NEWS	Newport News City	The Shoppes at Oyster Point, 619 PILOT HOUSE DRIVE	2,720
218 GATE CITY	Scott County	3982 Highway 23 N	3,500
219 VIENNA	Fairfax County	8338 LEESBURG PIKE	15,898
220 MONTROSS	Westmoreland County	109 EAST END PLACE	1,000
221 DAHLGREN	King George County	King George Shop. Cntr. Spc. #7, 15423 DAHLGREN ROAD	1,200
222 KILN CREEK	York County	Village Shops at Kiln Creek, 209 VILLAGE AVENUE, UNIT K	4,125
223 EXMORE	Northampton County	Shore Plaza Shopping Center, SHORE PLAZA SHOPPING CENTER	2,500
224 CHANTILLY	Fairfax County	Sully Plaza Shopping Center (Fairfax), RT 50, 13944 LEE JACKSON HWY.	3,600
225 VIRGINIA BEACH	Virginia Beach City	405 30TH STREET	4,611
226 NORFOLK	Norfolk City	7862 Tidewater Drive	4,000
228 ALEXANDRIA	Orange County	Belle View Shopping Center, 1524 BELLE VIEW BLVD.	3,250
229 ROANOKE	Fairfax County	Valley Gateway Shopping Center, VALLEY GATEWAY SHOPPING CENTER	2,100
230 TAZEWELL	Roanoke City	722 EAST RIVERSIDE DR.	3,440
231 VIENNA	Tazewell County	436 EAST MAPLE AVENUE	4,610
231 VIENNA	Fairfax County	436 EAST MAPLE AVENUE	4,610
232 COLONIAL HEIGHTS	Colonial Heights City	3107-3 BOULEVARD	4,500
233 GLOUCESTER	Gloucester County	6619 MAIN STREET	2,970
234 BURKE	Fairfax County	Burke Town Plaza Shopping Center, 9574-76 OLD KEENE MILL RD.	3,600
235 ALEXANDRIA	Fairfax County	Engleside Plaza Shopping Center, 8628-B RICHMOND HIGHWAY	7,000
236 ANNANDALE	Fairfax County		3,375
237 PORTSMOUTH	Portsmouth City	Afton Shopping Center, 3812 GEORGE WASHINGTON HIGHWAY	2,578
238 CALLAO	Northumberland County	RT 360, P O BOX 544	1,875
239 BOWLING GREEN	Caroline County	Bowling Green Shopping Center, 320 WEST BROADDUS AVE	2,000
240 WAVERLY	Sussex County	P.O. BOX 131	3,105
241 FAIRFAX	Fairfax City	Fairfax Court Shopping Center, 11260 JAMES SWART CIRCLE, SPACE B-6	3,677
242 RICHMOND	Henrico County	Willow Lawn Shopping Center, 1601 WILLOW LAWN DR. SUITE 106	3,707
243 ASHLAND	Hanover County	Ashland-Hanover Shopping Center, 209 NORTH WASHINGTON HWY.	3,600
244 HAMPTON	Hampton City		2,424
245 FREDERICKSBURG	Fredericksburg City	Fredericksburg Park & Shop, 1271 JEFFERSON DAVIS HIGHWAY	4,600
246 VIRGINIA BEACH	Virginia Beach City	Parkway Market Place Shopping Center, 5020 FERRELL PARKWAY, SUITE 207	2,402
247 GLEN ALLEN	Henrico County	West Park Shopping Center, 9685 W. BROAD STREET	2,500
248 ARLINGTON	Arlington County	4709-B, LEE HIGHWAY	5,386
249 NORFOLK	Norfolk City	Roosevelt Garden Shopping Center, 2350 EAST LITTLE CREEK ROAD	3,750
250 HAMPTON	Hampton City	2078 NICKERSON BLVD. SUITE 5	2,550
251 RICHMOND	Richmond City	2924 NORTH AVENUE	3,600
252 RICHMOND	Richmond City	Southside Plaza, 618 W. SOUTHSIDE PLAZA	4,023
253 CHARLOTTESVILLE	Charlottesville City	Barracks Road, 1169 EMMET STREET	3,010
254 RICHMOND	Richmond City	Village Shopping Center, 7015 THREE CHOPT ROAD	3,003
255 PETERSBURG	Petersburg City	South Crater Shopping Center, 3330 SOUTH CRATER ROAD	3,000
256 VIRGINIA BEACH	Virginia Beach City	Hilltop North Shopping Center, 1612 LASKIN ROAD, SUITE 774A	6,701
257 AYLETT	King William County	Central Garage Shopping Center, 4915 TAPPAHANNOCK HIGHWAY	1,400
258 HAMPTON	Hampton City	Kecoughtan Shopping Center, 3831 KECOUGHTAN ROAD	2,850
259 ROANOKE	Roanoke City	Towne Square Shopping Center, 1398 TOWNE SQUARE BOULEVARD	5,159
260 FALLS CHURCH	Fairfax County	Willston Centre One, 6198-C ARLINGTON BOULEVARD	2,471
261 WINCHESTER	Winchester City	Wards Plaza, 2218 VALLEY AVENUE	3,625
262 LYNCHBURG	Campbell County	20401 TIMBERLAKE ROAD	2,700
263 NORFOLK	Norfolk City	Janaf Shopping Center, 5900 VIRGINIA BEACH BLVD.	3,744
264 DUMFRIES	Prince William County	16661 RIVER RIDGE BLVD.	1,721
265 HAMPTON	Hampton City	Towne Center Way Shopping Center, 20 TOWNE CENTER WAY	2,000
266 LYNCHBURG	Lynchburg City	Lynchburg Hills Plaza, 2118 WARDS ROAD	4,160
267 MCLEAN	Fairfax County	McLean Shopping Center, 1446 CHAIN BRIDGE ROAD	3,583
268 SPRINGFIELD	Fairfax County	Springfield Plaza Shopping Center, SPRINGFIELD PLAZA SHOPPING CENTER	3,375
269 ROANOKE	Roanoke City	Towers Shopping Center, 646 Brandon Avenue	5,396
270 RICHMOND	Henrico County	Parham One Shopping Center, 809-823 EAST PARHAM ROAD	4,437
271 WOODBRIDGE	Prince William County	Woodbridge Shopping Center, 13586 JEFFERSON DAVIS HWY.	3,375
272 NEWPORT NEWS	Newport News City	Hiddenwood Shopping Center, 55 HIDDENWOOD SHOPPING CENTER	3,375

ATTACHMENT F
ABC STORES SQUARE FOOTAGE

273 LORTON	Fairfax County	Lorton Marketplace Shopping Center, LORTON MARKETPLACE SHOPPING CENTER	2,800
274 MADISON	Madison County	Madison Plaza Shopping Center, 28 MADISON PLAZA DRIVE	1,500
275 BLACKSTONE	Nottoway County	Blackstone Shopping Center, 1527 S. MAIN STREET	2,000
276 DANVILLE	Danville City	Nor-Dan Shopping Center, 221 NOR-DAN DRIVE	3,520
277 STANLEYTOWN	Henry County	Ridgewood Square Shopping Center, 985 FAIRYSTONE PARK HIGHWAY	2,000
278 VIRGINIA BEACH	Virginia Beach City	Princess Ann Plaza Shopping Center, 3333 VIRGINIA BEACH BLVD., #15	5,530
279 FOREST	Bedford County	Graves Mill Center, 18013 FOREST ROAD	2,782
280 CHESAPEAKE	Chesapeake City		10,400
281 MADISON HEIGHTS	Amherst County	216 AMELON SQUARE PLAZA	2,400
282 HAMPTON	Hampton City	Coliseum Specialty Shops, Coliseum Specialty Shops	6,113
283 CHATHAM	Pittsylvania County	Tightsqueeze Plaza Shopping Center, HIGHWAYS 29 & 703, ROUTE 2	1,600
284 MIDLOTHIAN	Chesterfield County	Ivymont Square, Ivymont Square Shopping Center	3,068
285 AMHERST	Amherst County	Ambrlar Shopping Center, P.O. BOX 432	3,600
286 GAINSVILLE	Prince William County	Gateway Center, 7555 LINTON HALL ROAD	2,320
287 LYNCHBURG	Lynchburg City	Boonsboro Shopping Center, 4925 BOONSBORO ROAD	3,750
288 PORTSMOUTH	Portsmouth City	Churchland Shopping Center, 5748 CHURCHLAND BLVD.	2,600
289 ROANOKE	Roanoke City	3341 MELROSE AVE., N.W.	3,600
290 GRAFTON	York County	Washington Square Shopping Center, 5226 GEORGE WASHINGTON HWY., UNIT 9	2,205
291 MARTINSVILLE	Martinsville City	243 COMMONWEALTH BLVD.	3,758
292 RICHMOND	Henrico County	Ridge Shopping Center, 1521 PARHAM ROAD	3,600
293 MOUNT JACKSON	Shenandoah County		3,375
294 BAILEYS CROSS ROADS	Fairfax County	Crossroads Place Shopping Center, 3556E S. JEFFERSON STREET	4,446
295 MANASSAS	Prince William County	Westgate Plaza Shopping Center, 8095 SUDLEY ROAD	4,800
297 ALEXANDRIA	Alexandria City	Fox Chase Shopping Center, 4647 DUKE STREET	2,432
298 SUFFOLK	Suffolk City	Suffolk West Shopping Center, 821 WEST CONSTANCE ROAD	1,862
299 SMITHFIELD	Isle of Wight County	Smithfield Square Shopping Center, 1917-19 SOUTH CHURCH STREET	2,464
300 HANOVER COMMONS	Hanover County	Hanover Commons, 9502 CHAMBERLAYNE ROAD	2,412
301 WOODBRIDGE	Prince William County	The Glen Shopping Center, 4292 MERCHANTS PLAZA	3,013
302 STAUNTON	Staunton City	Staunton Mall, 132 LEE JACKSON HWY SUITE 104	2,500
303 WARRENTON	Fauquier County	Warrenton Village Shopping Center, 175 LEE HIGHWAY	5,000
304 GOOCHLAND	Goochland County	Courthouse Commons Shopping Center, 2734 FAIRGROUND ROAD	2,000
305 RICHMOND	Henrico County	Glen Lea Shopping Center, 3910 MECHANICSVILLE TNPK.	3,375
306 VIRGINIA BEACH	Virginia Beach City	Lynnhaven Square Shopping Center, 2085 LYNNHAVEN PARKWAY, SUITE 108	2,625
307 VIRGINIA BEACH	Virginia Beach City	Providence Square, 957 & 959 Providence Square Shopping Ctr	4,320
308 RICHMOND	Henrico County	Tuckahoe Village Shopping Center, 11252 PATTERSON AVENUE	2,575
309 ROANOKE	Roanoke County	Cave Springs Corner Shopping Center, 3901 BRAMBLETON AVE., S.W.	4,200
310 HOPEWELL	Prince George County	The Crossings Shopping Center, 5232 OAKLAWN BOULEVARD	2,700
311 PORTSMOUTH	Portsmouth City	Victory Crossing Shopping Center, 4020 VICTORY BLVD, SUITE 13	3,500
312 SUFFOLK	Suffolk City	Shopping Center-Kings Landing Ctr, 2815-G GODWIN BOULEVARD	2,535
313 FREDERICKSBURG	Spotsylvania County	Chancellor Shopping Center, 4185 PLANK ROAD	3,875
314 RICHMOND	Henrico County	Laburnum Park S.C., 4320-D SOUTH LABURNUM AVENUE	5,500
315 CHESTERFIELD	Chesterfield County	Courthouse Commons West Shopping Center, 7048 COMMONS PLAZA	3,000
316 DUMFRIES	Prince William County	Fortuna Village Center, 4108 FORTUNA CENTER PLAZA	2,880
317 FAIRFAX	Fairfax City	Fair City Mall, Fair City Mall Shopping Center	3,000
318 WOODSTOCK	Shenandoah County		2,970
319 ARLINGTON	Arlington County	Lee Harrison S.C., 2435 North Harrison Street	0
320 WILLIAMSBURG	Williamsburg City	Williamsburg Shopping Center, 1246 RICHMOND ROAD, SPACE 8B	2,194
321 LOVINGSTON	Nelson County	Annie Land Plaza Shopping Center, 77 CALLOHILL DRIVE	1,500
322 CENTREVILLE	Fairfax County	Centerwood Plaza Shopping Center, 14151 ST. GERMAIN DRIVE	3,138
323 PURCELLVILLE	Loudoun County	Blue Ridge Station Shopping Center, 609-O E. MAIN STREET	1,600
324 STUART	Patrick County	Village Shopping Center, 301 S. MAIN STREET	1,600
325 COURTLAND	Southampton County	Shands Shopping Center, 22718 MAIN STREET	2,970
326 POWHATAN	Powhatan County	Powhatan Plaza, 2105 ACADEMY RD. SUITE B	1,200
327 BLACKSBURG	Montgomery County	Gables Shopping Center, GABLES SHOPPING CENTER	5,968
328 CHESAPEAKE	Chesapeake City	Crossways Shopping Center, 836 EDEN WAY NORTH	2,500
329 CULPEPER	Culpeper County	Southgate Shopping Center, 185 SOUTHGATE SHOPPING CENTER	3,960
330 RICHMOND	Chesterfield County	Meadowbrook Plaza Shopping Center, 5722 HOPKINS ROAD	3,750
331 SHORT PUMP	Henrico County	Short Pump Crossing CenterCntr., 3406 PUMP ROAD	4,000
332 RICHMOND	Henrico County	Staples Mill Shopping Center, 4018 GLENSIDE DRIVE	2,970
333 MATHEWS	Mathews County	10972 BUCKLEY HALL	1,750
334 MECHANICSVILLE	Hanover County	Brandy Hill Plaza Shopping Center, 7057 MECHANICSVILLE TNPK.	2,850
335 WILLIAMSBURG	York County	James York Plaza Shopping Center, 801-F MERRIMAC TRAIL	4,500
336 VIRGINIA BEACH	Virginia Beach City	Haygood Shopping Center, 1067 INDEPENDENCE BLVD.	5,500
337 VINTON	Roanoke County	1113 VINYARD ROAD	2,400
338 WAYNESBORO	Waynesboro City	Coyner Park Shopping Center, 125 LUCY LANE	2,900
339 VERONA	Augusta County	Augusta Plaza Shopping Center, SHOP B, ROUTE 612, P.O. BOX 556	2,000
340 NEWPORT NEWS	Newport News City	Oyster Point Market Place, 309-A OYSTER POINT ROAD	3,000
341 NEWPORT NEWS	Newport News City	The Villages of Stoney Run, 621 Stoney Creek Lane	4,246
342 NEWPORT NEWS	Newport News City	Warwick Shopping Center, 10872 WARWICK BOULEVARD	2,880
343 BRISTOL	Bristol City	2123 EUCLID AVENUE	3,332
344 ONLEY	Accomack County	Four Corners Plaza Shopping Center, P.O. BOX 431	2,677
345 PULASKI	Pulaski County	Memorial Square Shopping Center, 1072-1076 MEMORIAL SQUARE DRIVE	2,400
346 FALLS CHURCH	Fairfax County	Merrifield Plaza Shopping Center, 8105 LEE HWY., P.O. BOX 492	4,000
347 ALTA VISTA	Campbell County	1301-1 NORTH MAIN STREET	3,000
348 RICHMOND	Richmond City	7036 FOREST HILL AVENUE	5,000
349 CHESAPEAKE	Chesapeake City	Great Bridge Shopping Center, 237 SOUTH BATTLEFIELD BD, SPACE 15	2,856
350 MIDLOTHIAN	Chesterfield County		5,000
351 AMELIA	Amelia County	Village Square Shopping Center, 15127 PATRICK HENRY HIGHWAY	1,200
352 RESTON	Fairfax County	Fox Mill Shopping Center, 2555 JOHN MILTON DRIVE	2,500

ATTACHMENT F
ABC STORES SQUARE FOOTAGE

353 DALE CITY	Prince William County	CHESHIRE STATION SHOPPING CENTER, 4255 CHESHIRE PLAZA	4,200
354 APPOMATTOX	Appomattox County	Shops of Appomattox, US RT 460 WEST, SUITE A-3	1,400
355 CHESAPEAKE	Chesapeake City	4300 PORTSMOUTH BLVD. SUITE 240	3,200
356 RADFORD	Radford City	97 WALKER STREET	4,000
357 RESTON	Fairfax County	North Point Village Shopping Center, 1454 NORTH POINT VILLAGE SHP. CNTR	2,500
358 ARLINGTON	Arlington County	Duke Shirley Industrial Development, Duke Shirley Industrial Development	12,000
359 CHARLOTTESVILLE	Albemarle County	Albemarle Square Shopping Center, 1653 SEMINOLE TRAIL	4,000
360 RICHMOND	Richmond City		7,729
361 PORTSMOUTH	Portsmouth City	812 AIRLINE BLVD	3,582
362 STERLING	Loudoun County	Countryside Shopping Center, 100 EDDS LANE	3,400
363 RICHMOND	Chesterfield County	Oxbridge Square Shopping Center, 9949 HULL STREET (RT 360)	2,625
364 DALEVILLE	Botetourt County	Botetourt Commons, BOTETOURT COMMONS	1,950
365 CLINTWOOD	Dickenson County	Food City Shopping Center, FOOD CITY SHOPPING CENTER	2,488
366 HENRICO	Henrico County	Gayton Crossing Center Cntr, 1370 GASKINS ROAD	4,473
367 ASHBURN	Loudoun County	Ashbrook Commons Plaza, 20070 ASHBROOK COMMONS PLAZA	2,975
368 FAIRFAX	Fairfax County	Courthouse Plaza Shopping Center, 10308 WILLARD WAY	3,000
369 FALLS CHURCH	Falls Church City	Barcroft Plaza Shopping Center, 6343 A COLUMBIA PIKE	2,775
370 VIRGINIA BEACH	Virginia Beach City	Red Mill Commons Shopping Center, 1169 NIMMO PARKWAY - SUITE 242	2,400
371 BURKE	Fairfax County	Burke Centre Shopping Center, 5739 BURKE CENTRE PARKWAY	1,750
372 ALEXANDRIA	Alexandria City	Alexandria Commons Shopping Center, 3161 DUKE STREET	2,400
373 DANVILLE	Danville City	Riverside Center, 3308 RIVERSIDE DRIVE	2,450
374 ARLANDRIA	Arlington County	Shirley Park Shopping Center, 2955A SOUTH GLEBE ROAD	2,600
TOTAL 334			

ATTACHMENT G
STORE HOURS

Store #	Location	Store Hours	Sunday Hrs
032	DELTAVILLE	10- 9	
033	WOODBIDGE	10- 9	
035	AQUIA	10- 9	
036	GAINESVILLE	10- 9	
037	CULPEPER	10- 9	
038	NEW KENT	10- 9	
039	BRISTOW	10- 9:	1-6Su
040	DULLES	10-9:	1-6Su
041	FAIRFAX	10- 9	
042	FAIRFAX	10- 9:	1-6Su
043	CHESAPEAKE	10- 9	
044	CAROLINE	10- 9	
045	SPRINGFIELD	10- 9:	1-6Su
046	CHARLOTTESVILLE	10- 9	
047	WINCHESTER	10- 9	
048	LIGHTFOOT	10- 9	
049	BALLSTON	10- 9:	1-6Su
051	LAKE MONTICELLO	10- 9	
052	STRASBURG	10- 7	
053	WINDSOR	10- 9	
054	STONE RIDGE (LOUDOUN)	10- 9:	1-6Su
055	MANASSAS	10- 9:	1-6Su
056	WINCHESTER	10- 9	
057	STAUNTON	10- 9	
058	BRISTOL	10- 9	
059	SOUTH BOSTON	10- 9	
060	DINWIDDIE	10- 9	
061	STERLING	10- 9:	1-6Su
062	FREDERICKSBURG	10- 9	
063	FAIRFAX	10- 9:	1-6Su
064	STAFFORD	10- 9	
066	BEALETON	10- 9	
067	CHRISTIANSBURG	10- 7/ M-Th/10- 9 F&S	
068	HARRISONBURG (Remodel/Reopen Augus	10- 9	
069	CHESAPEAKE	10- 9	
070	RUCKERSVILLE	10- 6M-T/10-7 F&S	
071	VIRGINIA BEACH	10- 6	
072	ORANGE (Locust Grove)	10- 7/ M-Th/10- 9 F&S	
073	ASHBURN	10- 9:	1-6Su
074	SPOTSYLVANIA	10- 9	
075	STEPHENS CITY	10- 9	

076	FALLS CHURCH	10- 9:	1-6Su
077	POWHATAN	10- 9	
078	HAYMARKET	10- 9:	1-6Su
079	CHESAPEAKE	10- 9	
080	ALEXANDRIA	10- 9:	1-6Su
081	ALEXANDRIA	10- 9:	1-6Su
082	STERLING	10- 9:	1-6Su
083	FAIRFAX	10- 9:	1-6Su
084	FAIRFAX	10- 9:	1-6Su
085	FAIRFAX	10- 9:	1-6Su
086	RICHMOND	10- 9	
087	BLUEFIELD	10- 9	
088	MARSHALL	10- 7	
089	GOOCHLAND	10- 9	
090	FAIRFAX	10- 9:	1-6Su
092	HAMPTON	10- 9	
093	FAIRFAX	10- 9:	1-6Su
095	MASSAPONAX	10- 9	
096	GALAX	10- 7	
097	RICHMOND	10- 9	
098	VIRGINIA BEACH	10- 9:	1-6Su
099	HERNDON	10- 9:	1-6Su
101	RICHMOND	10- 9	
102	RICHMOND	10- 6 M-Th/10- 7 F&S	
103	THORNBURG	10- 9	
104	MIDLOTHIAN	10- 9	
105	VIRGINIA BEACH	10- 9	
106	VIRGINIA BEACH	10- 9:	1-6Su
107	NORFOLK	10- 9	
108	HENRICO	10- 9	
109	ROSSLYN	10- 9:	1-6Su
110	PORTSMOUTH	10- 9	
111	CENTREVILLE (Union Hill)	10- 9:	1-6Su
112	HAMPTON	10- 9	
113	HOT SPRINGS	10- 6	
114	COLONIAL HEIGHTS	10- 9	
115	ROANOKE	10- 9	
116	CHESTER	10- 9	
117	LYNCHBURG	10- 6	
118	PETERSBURG	10- 9	
119	ALEXANDRIA	10- 9:	1-6Su
120	ALEXANDRIA	10- 9:	1-6Su
121	FREDERICKSBURG	10- 9	
122	STAUNTON	10- 6	
123	CLIFTON FORGE	10- 6/ 7	
124	COVINGTON	10- 6	

125	CHARLOTTESVILLE	10- 9	
126	NELLYSFORD	10- 6	
127	HERNDON	10- 9:	1-6Su
128	NORFOLK	10- 9:	1-6Su
129	VIRGINIA BEACH	10- 9:	1-6Su
130	COLONIAL BEACH	10- 7	
131	FAIRFAX	10- 9:	1-6Su
132	MARTINSVILLE	10- 9	
133	MANASSAS	10- 9:	1-6Su
134	NORFOLK	10- 9:	1-6Su
135	MARION	10- 9	
136	LEESBURG	10- 9:	1-6Su
137	NORTON	10- 9	
138	LOUISA	10- 7 M-Th/10-8 F&S	
139	WINCHESTER	10- 9	
140	LEXINGTON	10- 9	
141	HILLSVILLE	10- 6 M-Th/10- 7 F&S	
142	FRONT ROYAL	10- 9	
143	SOUTH HILL	10- 7 M-Th/10- 9 F&S	
144	EMPORIA	10- 7 M-Th/10- 9 F&S	
145	HARRISONBURG	10- 9	
146	DANVILLE	10- 9	
147	MONTEREY	12- 6	
148	WILLIAMSBURG	10- 9	
149	WARSAW	10- 6	
150	RICHMOND	10- 9	
151	HOPEWELL	10- 6 M-Th/10- 7 F&S	
152	FARMVILLE	10- 9	
153	WYTHEVILLE	10- 6 M-Th/10- 7 F&S	
154	DANVILLE	10- 6	
155	GLOUCESTER POINT	10- 9	
156	CAPE CHARLES	10- 7 M-Th/10- 9 F&S	
157	LAWRENCEVILLE	10- 6	
158	NEWPORT NEWS	10- 9 M-Th/10-10 F&S	
160	BEDFORD	10- 7 M-Th/10- 9 F&S	
161	KENBRIDGE	10- 6	
162	ACCOMACK (T's Corner)	10- 7 M-Th/10- 9 F&S	
163	ORANGE	10- 6 M-Th/10- 7 F&S	
164	CREWE	10- 6	
165	CHESAPEAKE	10- 6 M-Th/10- 9 F&S	
166	LEESBURG	10- 9:	1-6Su
167	BERRYVILLE	10- 6 M-Th/10- 7 F&S	
168	ARLINGTON	10- 9:	1-6Su
169	RICHMOND	10- 9	
170	HERNDON	10- 9:	1-6Su
171	RICHMOND	10- 9	

172	CHASE CITY (remodel August)	10- 6	
173	ELKTON	10- 6	
174	GRUNDY	10- 7	
175	WEST POINT	10- 9	
176	BROOKNEAL	10- 7 M-Th/10- 9 F&S	
177	CHINCOTEAGUE	10- 7/ 8 (Seas)	
178	DILLWYN	10- 6	
179	URBANNA	10- 6	
180	RICHMOND	10- 6	
181	MIDDLEBURG	10- 7	
182	RICHMOND	10- 6 M-Th/10- 7 F&S	
183	STAFFORD	10- 9	
184	HARRISONBURG	10- 9	
185	CHARLOTTESVILLE	10- 9	
186	SALEM	10- 9	
187	RICHMOND	10- 9	
188	VIRGINIA BEACH	10- 9:	1-6Su
189	SCOTTSVILLE	10- 6	
190	CHESTERFIELD	10- 9	
191	ROCKY MOUNT	10- 9	
192	KILMARNOCK	10- 9	
193	LURAY	10- 6 M-Th/10- 7 F&S	
194	ST. PAUL	10- 6 M-Th/10- 9 F&S	
195	CHRISTIANSBURG	10- 9	
196	DRAKES BRANCH	10- 6	
197	CLAYPOOL HILL (Pounding Mill, Va)	10- 6 M-Th/10- 7 F&S	
198	TAPPAHANOCK	10- 7 M-Th/10- 9 F&S	
199	PEARISBURG	10- 6 M-Th/10- 7 F&S	
200	STAFFORD	10- 9	
201	ABINGDON	10- 9	
202	CHARLOTTESVILLE	10- 9	
203	ALEXANDRIA	10- 9:	1-6Su
205	HENRICO	10- 9	
206	BIG STONE GAP	10- 6	
207	GLEN ALLEN	10- 9	
208	ASHBURN	10- 9:	1-6Su
209	FREDERICKSBURG	10- 9	
210	FAIRFAX	10- 9:	1-6Su
211	SUFFOLK	10- 7 M-Th/10- 9 F&S	
212	FALLS CHURCH	10- 9:	1-6Su
213	HARDY	10- 9	
214	CLARKSVILLE (remodel October)	10- 6 M-Th/10- 7 F&S	
215	ARLINGTON	10- 9:	1-6Su
216	FRANKLIN	10- 6 M-Th/10- 9 F&S	
217	NEWPORT NEWS	10- 9	
218	GATE CITY	10- 6	

219	VIENNA	9- 9 M-Sa : 1-6Su	
220	MONTROSS	10- 6	
221	DAHLGREN	10- 6	
222	KILN CREEK	10- 9	
223	EXMORE	10- 7 M-Th/10- 9 F&S	
224	CHANTILLY	10- 9:	1-6Su
225	VIRGINIA BEACH	10- 9:	1-6Su
226	NORFOLK	10- 9:	1-6Su
227	GORDONSVILLE	10- 6	
228	ALEXANDRIA	10- 9:	1-6Su
229	ROANOKE	10- 7	
230	TAZEWELL	10- 6	
231	VIENNA	10- 9:	1-6Su
232	COLONIAL HEIGHTS	10- 9	
233	GLOUCESTER	10- 9	
234	BURKE	10- 9:	1-6Su
235	ALEXANDRIA	10- 9:	1-6Su
236	ANNANDALE	10- 9:	1-6Su
237	PORTSMOUTH	10- 9	
238	CALLAO	10- 7	
239	BOWLING GREEN	10- 6	
240	WAVERLY	10- 7 M-Th/10- 9 F&S	
241	FAIRFAX	10- 9:	1-6Su
242	RICHMOND	10- 9	
243	ASHLAND	10- 9	
244	HAMPTON	10- 9	
245	FREDERICKSBURG	10- 9	
246	VIRGINIA BEACH	10- 9:	1-6Su
247	GLEN ALLEN	10- 9	
248	ARLINGTON	10- 9:	1-6Su
249	NORFOLK	10- 9:	1-6Su
250	HAMPTON	10- 9	
251	RICHMOND	10- 6	
252	RICHMOND	10- 9 M-Th/10-10 F&S	
253	CHARLOTTESVILLE	10- 9	
254	RICHMOND	10- 9	
255	PETERSBURG	10- 9	
256	VIRGINIA BEACH	10- 9/ Lic8 :	1-6Su
257	CENTRAL GARAGE	10- 6 M-Th/10- 7 F&S	
258	HAMPTON	10- 9	
259	ROANOKE	10- 9	
260	FALLS CHURCH	10- 9 :	1-6Su
261	WINCHESTER	10- 9	
262	LYNCHBURG	10- 9	
263	NORFOLK	10- 9 :	1-6Su
264	DUMFRIES	10- 9 :	1-6Su

265	HAMPTON	10- 9	
266	LYNCHBURG	10- 9	
267	MCLEAN	10- 9 :	1-6Su
268	SPRINGFIELD	10- 9 :	1-6Su
269	ROANOKE	10- 9	
270	RICHMOND	10- 9	
271	WOODBIDGE	10- 9:	1-6Su
272	NEWPORT NEWS	10- 9	
273	LORTON	10- 9:	1-6Su
274	MADISON	10- 7	
275	BLACKSTONE	10- 7 M-Th/10- 9 F&S	
276	DANVILLE	10- 9	
277	STANLEYTOWN	10- 9	
278	VIRGINIA BEACH	10- 9:	1-6Su
279	FOREST	10- 9	
280	CHESAPEAKE	10- 9/ Lic 8- 5	
281	MADISON HEIGHTS	10- 7 M-W/10- 9 Th,F&S	
282	HAMPTON	10- 9 M-Th/10-10 F&S	
283	CHATHAM	10- 7 M-Th/10- 9 F&S	
284	MIDLOTHIAN	10- 9	
285	AMHERST	10- 7	
286	GAINSVILLE	10- 9:	1-6Su
287	LYNCHBURG	10- 6 M-Th/10- 9 F&S	
288	PORTSMOUTH	10- 9	
289	ROANOKE	10- 9 M-Th/10-10 F&S	
290	GRAFTON	10- 9	
291	MARTINSVILLE	10- 9	
292	RICHMOND	10- 9	
293	MOUNT JACKSON	10- 6	
294	BAILEYS CROSS ROADS	10- 9:	1-6Su
295	MANASSAS	10- 9:	1-6Su
297	ALEXANDRIA	10- 9:	1-6Su
298	SUFFOLK	10- 7 M-Th/10- 9 F&S	
299	SMITHFIELD	10- 9	
300	HANOVER	10- 9	
301	WOODBIDGE	10- 9:	1-6Su
302	STAUNTON	10- 9	
303	WARRENTON	10- 9	
304	GOOCHLAND	10- 7 M-Th/10- 9 F&S	
305	RICHMOND	10- 9	
306	VIRGINIA BEACH	10- 9:	1-6Su
307	VIRGINIA BEACH	10- 9:	1-6Su
308	RICHMOND	10- 6	
309	ROANOKE	10- 9	
310	HOPEWELL	10- 9	
311	PORTSMOUTH	10- 9	

312	SUFFOLK	10- 9	
313	FREDERICKSBURG	10- 9	
314	RICHMOND	10- 9	
315	RICHMOND	10- 9	
316	MONTCLAIR	12- 9 M-Th/10- 9 F&S	
317	FAIRFAX	10- 9:	1-6Su
318	WOODSTOCK	10- 6	
319	ARLINGTON	10- 9:	1-6Su
320	WILLIAMSBURG	10- 9	
321	LOVINGSTON	10- 6	
322	CENTREVILLE	10- 9:	1-6Su
323	PURCELLVILLE	10- 7 M-Th/9 F&S :	1-6Su
324	STUART	10- 6	
325	COURTLAND	10- 6	
326	POWHATAN	10- 7 M-Th/10- 9 F&S	
327	BLACKSBURG	10- 9	
328	CHESAPEAKE	10- 9	
329	CULPEPER	10- 9	
330	RICHMOND	10- 9	
331	SHORT PUMP	10- 9	
332	RICHMOND	10- 6 M-Th/10- 7 F&S	
333	MATHEWS	10- 6	
334	MECHANICSVILLE	10- 9	
335	WILLIAMSBURG	10- 9	
336	VIRGINIA BEACH	10- 9:	1-6Su
337	VINTON	10- 9	
338	WAYNESBORO	10- 9	
339	VERONA	10- 6	
340	NEWPORT NEWS	10- 9	
341	NEWPORT NEWS	10- 9	
342	NEWPORT NEWS	10- 9	
343	BRISTOL	10- 9	
344	ONLEY	10- 7 M-Th/10- 9 F&S	
345	PULASKI	10- 9	
346	FALLS CHURCH	10- 9:	1-6Su
347	ALTAVISTA	10- 7 M-Th/10- 9 F&S	
348	RICHMOND	10- 9	
349	CHESAPEAKE	10- 9	
350	RICHMOND	10- 9	
351	AMELIA	10- 6 M-Th/10- 7 F&S	
352	RESTON	10- 9:	1-6Su
353	DALE CITY	10- 9:	1-6Su
354	APPOMATTOX	10- 7 M-Th/10- 9 F&S	
355	PORTSMOUTH	10- 9	
356	RADFORD	10- 9	
357	RESTON	10- 9:	1-6Su

358	ARLINGTON	8- 5/ 0 Sat	
359	CHARLOTTESVILLE	10- 9	
360	RICHMOND	8- 5/ 0 Sat	
361	PORTSMOUTH	10- 9 M-Th/10-10 F&S	
362	STERLING	10- 9:	1-6Su
363	RICHMOND	10- 9	
364	DALEVILLE	10- 9	
365	CLINTWOOD	10- 6 M-Th/10- 7 F&S	
366	RICHMOND	10- 9	
367	LOUDOUN	10- 9:	1-6Su
368	FAIRFAX	10- 9:	1-6Su
369	FALLS CHURCH	10- 9:	1-6Su
370	VIRGINIA BEACH	10- 9	
371	BURKE	10- 9:	1-6Su
372	ALEXANDRIA	10- 9:	1-6Su
373	DANVILLE	10- 9	
374	ARLANDRIA	10- 9:	1-6Su

ATTACHMENT H

ABC CURRENT SUPPLIERS

Vendor Code	Vendor Name	Status	Representative Name	Phone #	E-mail
1	KESWICK WINERY	Active	Stephen Barnard	434-244-3341	
2	REBEC VINEYARDS INC	Active	Svetlozar Kanev	434-946-5168	
5	A.V. BRANDS	Active	Megan Harrison	800-638-7720	
6	H A P LLC	Active	Dan Carey	480-964-1937	dan@onebarrelrum.com
7	DELFOSSSE VINEYARDS A	Active	Claude Delfosse	434-263-6100	finewines@delfossewine.com
8	AMRHEIN WINE CELLARS	Active	Russ Amrhein	549-929-4632	vinapple@worldnet.att.net
9	ADMIRAL WINE & LUQUO	Active	ADMIRAL WINE & LUQUO	973-371-2211	
10	VALHALLA VINEYARDS	Active	James Vascik	540-725-9463	valhallava@aol.com
11	MACCHU PISCO LLC	Active	Melanie Asher	913-445-1265	melanie@macchupisco.com
12	ALAMBIC, INC.	Active	ALAMBIC, INC.	707-462-0314	
17	AMERICAN BEVERAGE MA	Active		804-377-8910	jstinnett@aswllc.net
18	AMERICAN FIDELIT TRA	Active	Wastfg Skaft	703-264-1933	
19	AMERICAN WINE DISTRI	Active	Keron Lenz	415-986-7677	
20	AMERICAN BELARUSIAN	Active	AMERICAN BELARUSIAN IMPOR	978-499-9797	
21	CHESAPEAKE BAY DISTI	Active	Chris Richeson	757-692-4083	
22	TEAM SPIRITS IMPORTS	Active	Genie Michelle	301-537-3944	
23	SEEELECT TEA COMPANY	Active	Dustom O'Hara	804-779-3542	dustino@seelecttea.com
24	BEAM WINE ESTATES IN	Active	BEAM WINE ESTATES IN	800-433-8268	
25	SOVEREIGN BRANDS LLC	Active	SOVEREIGN BRANDS LLC	212-343-8367	
26	ROGUE ALES	Active	David Cook	541-867-3660	
27	ASSOCIATED DISTRIBUT	Active	D.J.Jimmy Rogers	757-424-6300	
28	SUPERB BEVERAGES COM	Active	Nathan Marbuhk	703-597-1101	SuperbBeverages@cox.net
29	PHILADELPHIA DISTILL	Active	PHILADELPHIA DISTILL	215-671-0346	
30	PALMETTO STATE IMPOR	Active	PALMETTO STATE IMPOR	843-386-9987	
32	AUTUMN HILL VINEYARD	Active	Edward Schwab	434-985-6100	
33	BROWN FORMAN CORPORA	Active	Jimmy Rogers	757-484-6300	reanaerice@associateddistributors.com

34	FRANCO'S COCKTAIL M	Active	FRANCO'S COCKTAIL M	954-782-7491	francocktl@aol.com
35	BACARDI USA, INC	Active	Brad Hiltz	305-573-8511	
36	MILLTON'S DISTRIBUTI	Active	MILLTON'S DISTRIBUTI	508-261-8751	
37	VINTAGE IMPORTS	Active	VINTAGE IMPORTS	202-421-1000	dana@vintageimports.us
38	DRINKS AMERICAS, INC	Active	Charles Davidson	203-762-7000	
39	COOPER SPIRITS INTER	Active	COOPER SPIRITS INTER	800-523-3811	
40	SOUTHERN CROSS IMPOR	Active	Peter Krol	843-342-7411	
41	BARBOURSVILLE WINERY	Active	Christine Koonoz	540-832-3824	
42	KROL SPIRITS, LLC	Active	Keith Bootow	714-337-6119	
43	INNOVATIVE LIQUORS L	Active	Danny DeSimone	949-640-7005	Sgal@innovativeliquors.com
44	CASSON IMPORTS LLC	Active	Derek Olson	303-330-9965	derek.olson@cassonimports.com
45	SAZERAC NORTH AMERIC	Active	SAZERAC NORTH AMERIC	312-346-9200	
46	THE GARDEN VARIETY V	Active	Louise Nicholls	914-276-2329	
47	LOVINGSTON WINERY	Active	Stephanie Puckett	434-263-8467	stephanie@lovingstonwinery.com
48	VIRGINIA DISTILLERY	Active	Chirs Allwood	703-932-3211	
49	ABB PARTNERS, LLC	Active	Matti Anttila	516-874-5250	
50	JIM BEAM BRANDS	Active	Wiley Ruth	847-948-8888	
51	BEHN OF NORTH AMERIC	Active	BEHN OF NORTH AMERIC	816-584-9088	
52	CVI BRANDS	Active	CVI BRANDS	650-595-1768	cvibrands@sbcglobal.net
54	BELMONT FARMS OF VIR	Active	Charles Miller	540-825-3207	
55	BLACK PRINCE DISTILL	Active	David Sparrow	201-365-2050	
58	KINDRED SPIRITS OF N	Active	KINDRED SPIRITS OF N	305-919-9911	
59	21ST CENTURY SPIRITS	Active	21ST CENTURY SPIRITS	323-832-4489	
60	GLUNZ IMPORTS	Active	GLUNZ IMPORTS	847-676-9500	
61	WASABE BEVERAGES INC	Active	WASABE BEVERAGES INC	415-533-3223	
62	ANSON IMPORTS LTD	Active	ANSON IMPORTS LTD	804-377-8910	
63	MYSTIQUE BRANDS LLC	Active	MYSTIQUE BRANDS LLC	212-334-2117	
64	ALTAMAR BRANDS LLC	Active	ALTAMAR BRANDS LLC	949-718-4500	
65	BOWMAN CORPORATION	Active	Tim Wilson	703-373-4555	

67	BEVERAGE IMPORTERS,	Active	BEVERAGE IMPORTERS, LLC	504-836-7444	
68	FOSTER'S WINE ESTATE	Active	FOSTER'S WING ESTATE	804-377-8910	
70	VINO CURIOSO WINE FA	Active	Michael Matthews	703-365-7216	vinocurioso@hotmail.com
71	TOTAL BEVERAGE SOLUT	Active	Mea Wheeler	843-881-1468	mwheeler@totalbeveragesolution.com
72	MAURICE COOPER ET CI	Active	MAURICE COOPER ET CI	215-817-8831	
73	EMPERORS BRAND, LLC	Active	Zina Mashin	301-540-2498	zinamashin@yahoo.com
74	CLEAR CREEK DISTILLE	Active	CLEAR CREEK DISTILLERY	503-248-0470	
77	CANADA DRY POTOMAC C	Active	Tom Tazza	804-231-7777	
78	ERICS WINES INC.	Active	Eric Yacoubi	703-425-9463	
79	INTERNATIONAL TASTIN	Active	INTERNATIONAL TASTIN	301-294-3592	CZarus@TequilaRack.com
80	CALIFORNIA TEQUILA L	Active	CALIFORNIA TEQUILA L	310-667-4330	
81	ZODIAC SPIRITS, INC	Active	Tom Benson	214-712-7370	benson@zodiaspirits.com
82	ORBIS TRADING LLC	Active	Amparo Arana	703-730-4865	aaorbistrading@msn.com
83	IMPERIAL BRANDS, INC	Active	Yaznin Guzman	863-956-1116	
84	EXPEDITE DISTRIBUTIO	Active	Ron Henry	407-438-2290	ron@expeditedistribution.com
85	OVASPO CORPORATION	Active	Paul Ross	703-569-2605	
86	MEXCOR	Active	Chris Pettue	713-979-0066	chris.pettie@mexcor.com
87	TAKARA SAKE USA INC.	Active	Yumi Sako	210-540-8250	yumi@takarasake.com
88	MOUNT VERNON LADIES	Active	Julia Mosley	703-799-8613	jmosley@MountVernon.org
89	DIAMOND HONG, INC	Active	Christina Cheung	718-832-1188	
91	MCKENZIE RIVER CORPO	Active	MCKENZIE RIVER CORPO	415-732-1000	
92	CAMPARI USA, INC.	Active	CAMPARI USA, INC.	212-753-8220	
93	CRILLON IMPORTS	Active	Gene Chandler	201-368-8878	jstinnett@aswllc.net
94	CARRIAGE HOUSE IMPOR	Active	CARRIAGE HOUSE IMPORTS	201-467-9646	
95	CARILLON IMPORTERS	Active	CARILLON IMPORTERS	201-836-7799	
96	CONSTELLATIONS BRAND	Active	Gene Chandler	585-396-7600	jstinnett@aswllc.net
97	CAPSTONE INTERNATIONAL	Active	Worth Dunn	804-213-0754	debbieleach@hannahdunn.com
98	CLASS WINES OF VIRG	Active			
99	CONBRIO, INC.	Active	CONBRIO, INC.	810-536-5650	

101	CHATEAU MORRISETTE W	Active	David Morrisette	540-593-2865	
102	VITAL BEVERAGES	Active	VITAL BEVERAGES	702-614-2807	
103	COTTAGE GROVE DISTIL	Active	COTTAGE GROVE DISTIL	541-767-9146	
104	CLICQUOT INC.	Active	CLICQUOT INC.	212-888-7571	
105	CHATHAM IMPORTS, INC	Active	Jo Anne Renne	212-473-1100	
107	FIREFLY DISTILLERY	Active	FIREFLY DISTILLERY	843-224-3869	
108	THE MARGARITA KING I	Active	THE MARGARITA KING I	408-283-0191	
109	MODERN SPIRITS LLC	Active	MODERN SPIRITS LLC	626-771-9469	
110	VIRGINIA MOUNTAIN VI	Active	David Gibbs	540-473-2979	info@vmvines.com
111	VILLA APPALACCIA	Active	VILLA APPALACCIA	540-593-3100	
112	ALL AMERICAN BEVERAG	Active	Darlene Blanks	804-744-6900	
113	STRANAHAN COLORADO	Active	Jess Garber	303-296-7440	info@stranahan.com
114	INTERBALT PRODUCTS C	Active	Kotik Khizder	301-793-1818	khizder@hotmail.com
115	VIRGINIA WINEWORKS L	Active	Phillip Stafford	434-923-8314	
116	FLYING FOX VINEYARD	Active	Lynn Davis	540-949-0759	
117	DRAGON INTERNATIONAL	Active	Carter Andress	202-537-1030	
118	DEMAND GROUP LLC	Active	J LaCapra	305-772-8555	
120	DISTILLERIE STOCK U.	Active	Walter Jordon	718-651-7800	
121	BERNIKO, LLC	Active	Alberto Beraha	954-925-5455	a.beraha@berniko.com
122	USA WINE IMPORTS INC	Active	Benjamin Jones	718-855-1848	ben-jones@clement-usa.com
123	DIVERSIFIED MARKETIN	Active			
125	JVS WINES IMPORTS, I	Active	Badral Byambaa	650-869-5555	bbadral@amomenterprises.com
126	A.I.G. WINE & SPIRIT	Active	Andy Wile	212-717-2903	
127	DIONYSOS IMPORTS	Active	DIONYSOS IMPORTS	703-550-2250	
128	CORNER CREEK DISTILL	Active	CORNER CREEK DISTILL	305-259-6064	
129	W. J. DEUTSCH & SONS	Active	David Sparrow	914-251-9463	
130	EASTERN LIQUOR DISTR	Active	EASTERN LIQUOR DISTRIBUTO	410-880-1337	
131	DUGGANS DISTILERS PR	Active	Wiley Ruth	914-358-5511	
132	DREYFUS ASHBY INC	Active	Berry Burke	212-953-2366	

133	REPUBLIC NATIONAL DI	Active	Walter Jordon	804-377-8910	
134	FOUR ROSES DISTILLER	Active	FOUR ROSES DISTILLER	502-543-3364	
135	EFCO IMPORTERS INC	Active	Loretta	215-885-8597	
136	LOW COUNTRY IMPORTS	Active	LOW COUNTRY IMPORTS	919-872-3370	
137	EUROPEAN FOODS INC	Active	Werner Kauffmann	703-503-2830	
138	USA WINE IMPORTS INC	Active	USA WINE IMPORTS INC	718-855-1848	ben-jones@clements-usa.com
139	NUDE SPIRITS LLC	Active	NUDE SPIRITS LLC	877-465-3360	ngarkab@NudeSpirits.com
140	CAPITAL BEVERAGE LLC	Active	Jonathan Denning	804-308-3794	capitalbeverage@comcast.net
141	CINDER LLC	Active	CINDER LLC	202-413-9314	
142	BIG TOM	Active	BIG TOM	423-764-2686	
143	ELCA CORP	Active	ELCA CORP	804-648-1701	
144	LE LICHFORD INC	Active	LE LICHFORD INC	434-239-9239	bmcgehee@lelinc.com
145	VANDERSON DISTRIBUTO	Active	VANDERSON DISTRIBUTO	804-335-1540	
146	ANCHOR BREWING COMPA	Active	ANCHOR BREWING COMPA	415-863-8350	info@anchorbrewing.com
147	POTOMAC POINT WINERY	Active	POTOMAC POINT WINERY	540-658-9939	
148	VEEV SPIRITS LLC	Active	VEEV SPIRITS LLC	323-937-0345	
149	WATERDOG SPIRITS LLC	Active	Kerry Schmelzer	540-921-1835	
150	EL DORADO IMPORTERS	Active			
151	MONSIEUR TOUTON SELE	Active	MONSIEUR TOUTON SELE	800-220-1223	bschutte@msn.com
152	BARON FRANCOIS LTD	Active	BARON FRANCOIS LTD	212-924-1414	dlesgourgues@baronfrancois.com
153	FIRST USA	Active			
155	E. & J. GALLO WINERY	Active	Jimmy Rogers	209-579-3111	renaerice@associateddistributors.com
156	LEBANESE ARAK CORPOR	Active	Ara Kurkjian	818-240-6800	rebyara@aol.com
158	GOLDEN EAGLE TRADING	Active	Mary Shu	212-513-1765	getusa@aol.com
159	KLUGE ESTATE WINERY	Active	Jean Stinnett	804-377-8910	
160	CUCA FRESCA EXPORTS	Active	Tom Slasinski	516-232-2453	
165	UNITED DISTILLERS US	Active	Kurt Knop	704-543-6861	
166	GIL SCHY IMPORTS	Active	Alexander Formisano	802-297-9892	
167	GAETANO SPECIALTIES,	Active			

177	WILLIAM GRANT AND SO	Active	Jimmy Rogers	908-225-9000	renaerice@associatedistributors.com
178	HAMNINI INCORPORATED	Active			
180	SOUTHERN WINE & SPIR	Active	SOUTHERN WINE & SPIR	804-213-0754	
192	HEAVEN HILL DISTILLE	Active	Max Shapira	502-348-3921	
193	HERITAGE IMPORTERS	Active			
194	INOVATEC CORPORATION	Active	INOVATEC CORPORATION Razzino	804-231-7002	
196	INGLESIDE PLANTATION	Active	Kay Nichols	804-224-8687	
198	PERLOVA IMPORTS	Active	Julianne Mackenzie	904-821-8816	
199	HORTON VINEYARD	Active	Dennis Horton	540-832-7440	
200	DIAGEO AMERICAS INC	Active	DIAGEO AMERICAS INC	800-729-3372	
201	HEARTLAND WINE & SPI	Active	HEARTLAND WINE & SPIRITS	252-946-7622	
202	INTERNATIONAL BEVERA	Active	Peter Schwartz	770-390-9714	
203	INTERNATIONAL IMPORT	Active	Steve Lucas	323-587-7641	
210	CHARLES JACQUIN ET C	Active	CHARLES JACQUIN ET C	800-523-3810	
212	JKA, INC	Active	JKA, INC	703-913-8098	
219	KENTUCKY BOURBON DIS	Active			
221	KRYSH TAL AMERICAS	Active	John Kenton	804-794-7766	
225	KOBRAND CORPORATION	Active	Jimmy Rogers	212-490-9300	
226	ROBERT KOCHER SELECT	Active	ROBERT KOCHER SELECTIONS	202-832-9083	
240	LAIRD & COMPANY	Active	Lisa Dunn	732-542-0312	
241	LEVECKE CORPORATION	Active	Wiley Ruth	909-681-8600	
242	VAN GOGH IMPORTS	Active	David Van De Velde	804-377-8910	Jean.Stinnett@mdc-usa.com
260	MHW, LTD	Active	Gene Chandler	804-794-1510	
265	MAJESTIC DISTILLING	Active	MAJESTIC DISTILLING CO.,	301-242-0200	
266	MARIE BRIZARD WINE &	Active	David Sparrow	804-275-9744	david@sparrowinc.cc
267	MARTIN SINKOFF WINES	Active			
269	MARSALLE COMPANY	Active	Ralph Etterling	847-957-1100	
270	MCCORMICK DISTILLING	Active	Gene Chandler	804-377-8910	jstinnett@aswllc.net
272	MCLAIN & KYNE DISTIL	Active	Chester Zoeller, Jr.	502-589-1363	

275	MILLINIUM IMPORTS	Active	Jimmy Rogers	757-424-6300	renaerice@associateddistributors.com
276	MID ATLANTIC	Active	Harry Dandridge	804-219-2827	
277	MOHAWK DISTILLED PRO	Active	David Sparrow	305-893-3394	
278	MEXICANA FOOD & SPIR	Active			
279	MUTUAL WHOLESALE LIQ	Active			
283	MONTDOMAINE CELLARS,	Active	Joan Bleda	804-971-8947	
284	MONTEBELLO BRANDS, I	Active	Leo Conte	301-282-8800	
297	NOLET SPIRITS U.S.A.	Active	Wiley Ruth	800-243-3618	
299	FAVIN IMPORTS CO INC	Active	Gene Chandler	201-842-6200	Nono.Glasser@alliedbeverage.com
300	OASIS VINEYARD	Active	OASIS VINEYARD	540-635-7627	
301	NICHE IMPORTS COMPAN	Active	Peter Nelson	973-993-8450	genie@sparrowinc.cc
302	NICHOLAS ENTERPRISES	Active	Gene Chandler	804-377-8910	jstinnett@aswllc.net
322	PALM BAY IMPORTS	Active			
323	PARAMOUNT DISTILLERS	Active	John Pallo	800-821-2989	
324	PEARL SPIRITS INC	Active	Gene Chandler	804-377-8910	jstinnett@aswllc.net
325	PEPSI OF CENTRAL VA	Active	Ralph Campbell	434-978-2140	
326	PACIFIC COMPANY OF V	Active	PACIFIC COMPANY OF VIRGIN	703-790-8676	
327	PATERNO IMPORTS, LTD	Active	Dennis Edelstein	410-902-0610	
340	REMY COINTREAU USA I	Active	Danell Wyatt	804-275-9744	genie@sparrowinc.cc
343	PRINCE MICHEL VINEYA	Active	Dan Layman	540-718-2556	
345	PRIESS IMPORTS	Active	Jimmy Rogers	760-789-6010	renaerice@associateddistributors.com
346	RMS DISTILLERY	Active	Wiley Ruth	804-231-7002	
347	PERNOD RICARD USA	Active	Ruth Wiley	914-848-4975	
355	RAPIDAN RIVER VINEYA	Active	Dan Layman	703-399-1866	
364	ROYAL WINE COMPANY	Active	ROYAL WINE COMPANY	718-384-2400	
370	ROCKBRIDGE VINEYARD	Active	P. Rouse	540-377-6204	
372	SAZERAC CO.	Active	David Sparrow	504-831-9450	
373	SEA SHORE MARKETING	Active	SEA SHORE MARKETING	804-794-1510	
390	MOET HENNESSY USA, I	Active	Wiley Ruth	212-251-8200	

391	SKYY SPIRITS	Active	Bob Rieber	804-360-8516	bob@skyy.com
394	SEAGRAM AMERICAS	Active	Randy Barnhart	800-777-4919	
395	SOUTHERN WINES & SPI	Active	Wiley Ruth	954-430-5020	
397	LUXCO, INC	Active	Wiley Ruth	314-772-2626	
398	SPIRIT OF HARTFORD	Active	Kay Olsen	860-404-1776	jstinnett@aswllc.net
407	SPARROW SALES GROUP	Active	Genie Mitchell	804-275-9744	
408	SPIRITS MARQUE ONE,	Active	SPIRITS MARQUE ONE, INC.	212-838-8383	
409	A. SAGUIRIAN	Active	Artemy Saguirian	203-972-6529	
411	SOUTHERN DISTRIBUTOR	Active	SOUTHERN DISTRIBUTOR	804-353-7850	
415	SIDNEY FRANK IMPORTI	Active	David Sparrow	914-633-5630	
416	JEFFERSON VINEYARDS	Active	CHAD ZAKAIB	800-272-3042	SALES@JEFFERSONVINEYARDS.COM
417	THE PATRON SPIRITS C	Active	Bill Luton	702-262-9446	
418	FRANKLIN SELECTION	Active			
422	TARARA WINERY	Active	TARARA WINERY	703-771-7100	
423	TWELVE STONE FLAGONS	Active	Lee Hough	704-846-1256	
425	DAE SON AMERICA, INC	Active	Kap Tang	718-821-3101	
426	TODHUNTER IMPRTS, LT	Active	Walter Jordon	407-837-6300	
427	THREE D SPIRITS, INC	Active			
429	HALBY MARKETING	Active	Thomas Halby	301-879-7080	
430	MERIDIAN MERCANTILE	Active	MERIDIAN MERCANTILE COMPA	804-794-1510	jstinnett@aswllc.net
439	UNITED SPIRITS IMORT	Active	Andre Hart	401-789-5301	
440	UNITED STATES DISTIL	Active	Todd Geisness	651-493-0562	
442	BEDFORD INTERNATIONA	Active	Mario Belarchinio	914-833-2725	
450	ALLIED DOMEQO SPIRIT	Active	Johnny Young	804-377-8910	jstinnett@aswllc.net
452	M. S. WALKER	Active	Gene Chandler	804-377-8910	jstinnett@aswllc.et
455	HOOD RIVER DISTILLER	Active	Clater Mottinger	804-377-8910	jstinnett@aswllc.net
461	FREDERICK WILDMAN &	Active			
462	WHITE ROCK DISTILLER	Active	Tim Wilson	207-783-1433	timwilson@rohio.com
463	WILSON DANIELS LTD	Active	Richard Burnley	707-963-9661	renaerice@associateddistributors.com

464	W W DISTRIBUTION	Active	Whit Whitley	804-301-2308	
466	WINEBOW INC	Active	Ken Ross	201-445-0620	
467	WILLIAMSBURG WINERY	Active	Jimmy Rogers	804-229-0999	
468	THE WINE GROUP	Active	Jimmy Rogers	800-344-8867	
470	WORLD WIDE WINE & SP	Active			
471	WINDY RIVER WINERY	Active	WINDY RIVER WINERY	804-449-6996	
472	DSWE	Active	Jack Cacciato	516-433-1121	
473	THE WINE LIMITED	Active	Elsa Tirtili	757-495-6786	
475	YOUNG WON TRADING	Active	Christian Choi	301-454-0505	
476	WINGARD, INC.	Active	James Goldstien	516-487-7598	
477	HARRIS INTERNATIONAL	Active	Andreo Ianttsen	416-769-2558	andrei.ianttsen@sympatico.ca
478	57 MAIN STREET IMPOR	Active	Erik Zetterstrom	516-357-2070	
495	ARIS A. ZISSIS	Active	Aris Zissis	301-564-9132	
500	MISCELLANEOUS S. O.	Active			
502	FRANK-LIN DISTILLERS	Active	Kelly Lee	408-259-8900	
504	PRICHARD'S DISTILLER	Active	Philip Prichard	931-433-5454	
506	BRANCA PRODUCTS CORP	Active	BRANCA PRODUCTS CORP	212-925-7525	
509	BLAVOD EXTREME SPIRI	Active	Gene Chandler	615-771-9111	
511	ABINGDON VINEYARD AN	Active	Robert Carlson	276-623-0125	
512	JAMES RIVER CELLARS	Active	Mitzi Batterson	804-550-7516	
514	SELECT WINES DC LLC	Active	David Brennan	202-832-9220	
516	FIFTH GENERATION, IN	Active	Joe Herpin	888-278-2755	
518	F. KORBEL & BROS. IN	Active	Jimmy Rogers	707-824-7000	
520	COOPER VINEYARDS	Active	J Hogue	540-894-5253	
521	NEW VAVIN, INC.	Active	Dan Layman	540-718-2556	
522	MID ATLANTIC	Active	John Dannenhoffer	757-735-3752	jjsad@msn.com
524	SAILING STAR INC	Active	SAILING STAR INC	503-325-2302	
526	NEVADA WINE & SPIRIT	Active	NEVADA WINE & SPIRIT	702-610-5755	
527	CABOT GROUP	Active	CABOT GROUP	703-801-5585	

529	MILLER'S GIN INC.	Active	MILLER'S GIN INC.	305-919-9911	
530	INDUSTRIAS MONTERREY	Active	Lorena Freeman	804-740-6399	
532	USB CORPORATION	Active	USB CORPORATION	847-318-8834	
534	WINE PARTNERS LLC	Active	Susan Tomlinson	410-576-7631	
535	DOMAINE CHARBAY DIST	Active	Susan Karakasevic	707-963-9327	susan@charbay.com
537	PARCHED GROUP, LLC	Active	Paul McCann	804-513-1004	
538	LIQUOR GROUP HOLDING	Active	LIQUOR GROUP HOLDING	904-285-5995	
539	FAFELU VINEYARDS	Active	Shannon Swain	540-364-2930	sswain@fafeluwine.com
541	ADAMBA IMPORTS INTL	Active	Adam Bak	757-424-6300	
543	THE FRANK PESCE INTE	Active	THE FRANK PESCE INTE	561-997-0400	
545	BARREL SELECT IMPORT	Active	Tim Boyd	847-295-0410	
547	HARBREW IMPORT LTD	Active	HARBREW IMPORT LTD	516-377-2509	
549	ARGUS INTERNATIONAL	Active	Federico Villar	703-837-6032	
551	DEL MAGUEY, LTD. CO	Active	Suzanne De Silva	505-758-8041	desilva@newmex.com
553	STOCKHOLM IMPORTS	Active	Charles Graff	602-369-1846	
554	JMB IMPORTS, LLC	Active	Miles Warford	214-692-9415	
556	PEARL BEVERAGE	Active	PEARL BEVERAGE	800-821-2429	
558	LAKE ANNA WINERY	Active	Eric Heidig	540-895-5085	
559	CASTLE BRANDS, INC	Active	Robin Godfrey	502-349-1512	rgodfrey@castlebrandsinc.com
559	CASTLE BRANDS, INC	Active	Robin Godfrey	713-750-0033	rgodfrey@castlebrandsinc.com
560	J L VODKA LLC	Active	Gene Chandler	707-337-2035	
562	DOGFISH HEAD CRAFT D	Active	Mike Gerhart	302-226-5771	mike@dogfish.com
563	PLANET 10 SPIRITS	Active	PLANET 10 SPIRITS	312-260-9251	
565	DANA WINE & SPIRITS	Active	Gardner Blandon	305-670-9050	
567	A. HARDY USA LTD.	Active	Marta Taskin	847-298-2358	mtaskin@ahardyusa.com
568	CRUZAN INTERNATIONAL	Active	CRUZAN INTERNATIONAL	804-275-9477	
570	BACMAR INTERNATIONAL	Active	Gene Chandler	203-532-9177	
571	VMI LTD. COMPANY	Active	Gene Chandler	407-905-9072	
572	SEANG SEANG EXPRESS	Active	Soon Chang	301-330-8220	ebaconsulting@yahoo.com

573	BELTRAN & SPERRY IMPO	Active	Olγια Carta	703-339-0019	
574	LEOPOLD BROS. OF ANN	Active	Todd Leopold	734-747-9806	
575	ALBACC INTERNATIONAL	Active	Pam Kuhar	973-479-4216	albacc@opponline.net
576	VINIFRANCE IMPORTS I	Active	VINIFRANCE IMPORTS I Creamer	703-734-9082	
577	BLACKWOOD DISTILLERS	Active	BLACKWOOD DISTILLERS	818-429-1969	
578	DAUCOURT MARTIN IMPO	Active	DAUCOURT MARTIN IMPO	214-459-8080	
580	MAJESTIC BRANDS	Active	MAJESTIC BRANDS	925-314-0554	
581	MAISON JOMERE, LTD	Active	Andrew Wile	603-378-9111	abwile@hotmail.com
582	INTERBRANDS INC	Active	INTERBRANDS INC	781-934-7500	
584	FUN-WORLD	Active	Tom Curry	516-873-9000	TomC@fun-world.net
585	PASTERNAK WINE IMPO	Active	Scott Perrilli	914-630-8225	
587	ZERGES LLC	Active	Guillermo Pineda	703-780-8552	
589	INDEPENDENT DISTILLE	Active	Gene Chandler	972-234-9550	
590	PIEDMONT DISTILLERS	Active	Joseph Michalek	336-445-0055	
591	SANS WINE & SPIRITS	Active	Gene Chandie	714-731-2577	
593	SPECIALTY SPIRITS IM	Active	Mary Arcadipane	914-631-3100	
595	GREEN MOUNTAIN DISTI	Active	GREEN MOUNTAIN DISTI	802-253-0064	
596	KYSELA IMPORTS	Active	Fran Kysela	540-722-9228	
598	THE TRUTH IMPORTS IN	Active	THE TRUTH IMPORTS IN	410-382-5023	
600	HIGH ENERGY HOLDING	Active	HIGH ENERGY HOLDING	202-841-4848	
601	SAILORS RUM COMPANY	Active	SAILORS RUM COMPANY	407-909-1045	
603	RUSTY'S BEST CORPORA	Active	RUSTY'S BEST CORPORA	540-344-5211	
604	CALYPSO IMPORTS	Active	Beth-ann Roth	703-352-0095	Roth@Calypso-US.com
605	COPPER FOX DISTILLER	Active	Richard Wasmund, Jr	540-987-8554	
606	IN TRADING , INC.	Active	IN TRADING , INC.	703-455-2056	
608	RICHMOND EUROPE WINE	Active	RICHMOND EUROPE WINE	804-615-5152	
609	HEXA PARTNERS	Active	HEXA PARTNERS	804-874-5873	
78	CLEAR CREEK DISTILLE	Active	CLEAR CREEK DISTILLERY	503-248-0470	